THE **a** VISION



Prepare to experience some unique moments from 17 to 28 May next!

DediCOATED, the very first

online trade fair devoted to the abrasives industry, reflects our determination to think outside the box and opens up new ways for you to progress, stand out and succeed. As well as offering you the chance to talk directly with our team of experts, the event will be the stage for numerous talks given by speakers from Ahlstrom-Munksjö and other actors from the profession. The themes addressed will range from current concerns in the market to the most promising trends to limit technical issues, such as how to deal with blotchiness in fine sandpapers or quality improvements of waterproof latex papers. An ideal way to generate a lively debate and a unique range of concrete responses and targeted solutions for your projects. Innovation will also be at the heart of a conference that promises to be magic!

Personally, I'm immensely proud to be part of a team pushing for such a bold and relevant initiative. I hope you will appreciate the variety and quality of the content of this fair entirely dedicated to you.

Tony Lesire Sales and Marketing Manager



A VIRTUAL EVENT WITH A REAL AMBITION!

Initiated and organised by Ahlstrom-Munksjö's Abrasives business, the DediCOATED fair is centred on three strong values that we hold dear:

Innovation

Many trade fairs were cancelled last year. It spurred the Abrasive Business to organise its **Coffee Break Sessions** in 2020, a series of interactive themed webinars which attracted a wide audience among our Abrasives customers.

This success pushed us to take the idea even further. So we decided to prepare a new type of meeting, that will provide an innovative and high quality experience: an online fair dedicated to the abrasives industry. Never tried before in Europe, it is a disruptive step in a world that is very protective of the confidentiality of its know-how.

2 Expertise

Through a series of themed talks, DediCOATED will bring a «wide angle» vision of the coated abrasives market, while aiming to identify future directions. Most industries will be represented: grits, resins, engineering, consulting... A sanding machine manufacturer will also show up as a guest speaker. The diversity and complementarity of the know-how and experience on offer will mean there is something for each participant to take away to enrich its expertise, while also gleaning a wealth of information on the industry. Of course, close attention will be paid to ensure data confidentiality is maintained between competing companies during the event.

Exchanging and sharing

Several essential aspects of our approach are behind the creation of DediCOATED: the desire to create close ties with our customers, to stimulate the sharing of ideas and expertise, to foster innovation and develop business, among other things. The partners involved spontaneously expressed their wish to take part and will be focusing on one main common aim: to bring you a maximum of added value. Far from replacing a traditional trade fair, this initiative may well be the precursor of a new model of constructive event dedicated to our high-tech industry!

And if this event is crowned by success, Ahlstrom-Munksjö Abrasive, could strongly consider to organize a new edition for 2022: so notice is from now on given!



WITH DEDICOATED we're going further than ever to support you

Your partner Ahlstrom-Munksjö has invented an innovative online trade fair packed with useful content and enriching meetings. Here's what you can expect....



More added value

- Dovering a broad range of subjects, the numerous talks you can attend will provide plenty of food for thought, material to inspire you and your technical experts. Our team will be involved in seven of the talks, including one that we will be co-presenting with guests representing major market players. We'll be covering some key themes for the abrasives industry:
 - How to achieve ever finer sandpapers?
 - Production efficiency: how can raw materials help to make gains?
 - Raw material and process versatility: what is possible?
- In line with its commitment to the FEPA's SEAM initiative, in several of the talks Ahlstrom-Munksjö will of course be raising the issue of sustainability, a decisive challenge for the future of our sector.
- To make sure you can access a maximum of content, all our documentation will be downloadable from our virtual booth.

DEDICOATED MEANS...

- ▶ 11 speakers
- ▶ Over 15 people working on this project
- ▶ The result of 280 hours of meetings on Teams and an awful lot of coffee

More inspiration

Keeping an open mind and eye out for opportunities to push boundaries is part of our make-up. That's why we've invited two unexpected guests, who will both be leading sessions you won't want o miss:

Marco Cassation from IMEAS, a manufacturer of Ossana sanding machines, will be sharing his vision of the market, what he sees as the strong trends and major challenges of today and tomorrow. Expect an inspiring talk that will open up new perspectives!



Description Creativity expert and professional magician Butzi will be sharing his original approach to teasing out innovative ideas in the abrasives world and on how to boost your success by working hand-inhand with your partners and suppliers. Prepare to be surprised by this multifaceted speaker!



More contacts

- Whatever time zone you are in, there will be experts from our team present on our virtual booth to answer your questions. You can make an appointment to speak to them on the air's platform.
- To add pace to the event and recap the high points and check out what's still to come, we've organized 3 coffee talks, which will be co-led by Butzi, our master of ceremonies, and Estelle Seibert, the Abrasives BU marketing manager, who is in charge of organizing the fair.
- For more information about DediCOATED, don't hesitate to get in touch with Estelle Seibert and/or download the guide to the fair: in it you'll

find all the info you need to get 100% of the benefit of the event!







MEET THE 3 Ahlstrom-Munksjö speakers



Camille Barbier, Technical Customer Service Engineer

Her strong points

As a new member of the team, I combine my knowledge of the paper making industry and my strong motivation to support our customers on a daily basis. In addition, my special focus is technical support and the development

of the Blue Line.

> What she likes about her job

I enjoy working with paper because this material is an incredible source of innovation while also being a bio-based material.

Why she's delighted to be taking part in DediCOATED

The DediCOATED event is a real opportunity to meet and exchange on subjects that motivate us. I am really pleased to be part of this moment



Cyrille Nau, Technical Customer Service Engineer

His strong points

As a specialist in the Yellow Line (saturating papers) with an involvement in product management, I maintain close relationships with customers, so that I'm very aware of their needs, requirements and issues.

> What he likes about his job

Being able to follow the development of a paper from its creation to its end use is what fascinates me!

Why he's delighted to be taking part in DediCOATED

In this period where travel is limited, I am so going to enjoy being able to dialogue with customers, especially on some of the subjects that are key to their future business orientations.



Francis Poirot, Head of Product Development & Technical Customer Service

His strong points

Almost 30 years' experience in the paper industry... I've been through many different kinds of jobs from Production, R&D, a lot of QC and step by step in contact with customers to ensure (good) technical support.

> What he likes about his job

As a mountain guy, I'm really proud to work in wood/paper industry and to continue the very long story of the Arches mill - established in 1492!

> Why he's delighted to be taking part in DediCOATED

I'm always very curious about new technologies and ways to connect people. That's why this virtual event, DediCOATED, is more than exciting for me. Our recent webinars demonstrated that we can have direct, rich and interactive contacts online. We just miss the end-ofafternoon drinks... even if we can be creative on that too. Join our technical conferences to gain in expertise

EVER FINER SANDPAPERS how to succeed?

Blotchiness: what is in stake?

#360° | #paper | #resins | #grits | #maker | #process

How to select the right smoothness? #rightsurface | #bekk

Blotchiness, tips & solutions with papers and composites

#colour | #surfacing | #barrier
| #Butterlycollection | #BlackB |
#Smooth

TEX-STYLE™, a sustainable alternative to cloth for fine grits [and much more]

#perfectsurface | #supplychain |
#LCA | #panel | #metal

RAW MATERIAL AND PROCESS VERSATILITY what is possible?

From application to paper backing: getting the flexibility/stiffness level right

#stiffness | #flexibility | #waterproof

PRODUCTION EFFICIENCY how can raw materials & process help to make gains?

Upgrade the quality and go more sustainable with the new latexed paper generation, 2-Save

#wetstrengthresistance | #lessenergy | #morequality | #sustainable

Saturating papers : impregnation process optimization and alternatives to be lean and address ongoing legislation changes

#saturation | #speed |
#permeability | #efficiency



A 3-STEP PROCESS To follow the event!

→ STEP 1



Register on the website:

www.dedicoated.com / Free

You will be able to access to the platform on the opening day (May 17, 8AM CEST).

Once in the lobby, you can choose to enter the exhibit hall on the left side or go in the lecture hall on the right. There, you can select and register to the lectures you'd like to attend. The platform will also enable you to network using the matchmaking feature and play to the wheel of fortune!

Conditions

- Be a coated abrasive manufacturer having a maker
- Use an email address that belongs to a professional domain. E.g. @company.com
- Register before the event starts so as to be sure not to miss anything.



Please send an email to the <u>organizer</u> if you have any question: dedicoated@ahlstrom-munksjo.com

→ STEP 2

Register to the different activities (lectures, market insight, coffee breaks...)

Select and register to the session you want to join clicking "join".

You will receive an email confirmation and get the possibility to save it in your agenda. When the meeting starts, we'll send you a reminder. You'll have to come back the platform and come back to the live session using the button "join" in the lecture hall.

→ STEP 3



Make appointments with your sales contact according to his availabilities.

If you think you'll require more than a 30-minutes, book several successive slots.

Be careful, the hours are displayed in CEST time zone (Paris time).

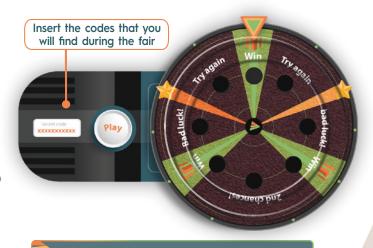
PLAY AND WIN

Let's reward your loyalty with our wheel of fortune!

Let's reward your loyalty with our wheel of fortune!

- ▶ When you connect follow the wheel
- Enter the code displayed next to the wheel. Each day one new code will be released.
- Find additional codes hidden in the booths.
- At the end of the event we will send you the gifts offered by the partners and displayed in the list below the wheel.

As a welcome gift, here is your first «hidden code»: 6H4JZUTF which grants you an additional chance to win!



RECOMMANDATION

Fill in your profile: It will help you to make efficient networking. Your address will be used also to send you the gifts you will win.

FINE GRITS:

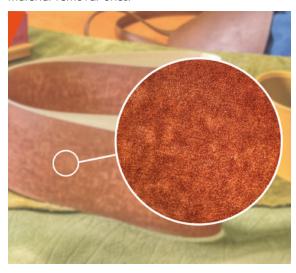
Excellence at every level, in every detail

As anyone who has seen the advertising for the latest generation of smartphones will know, recent design trends put a premium on smooth, uniform, impeccable surfaces. And that means very demanding requirements for the fine sanding sector.

Metal, glass, wood... all materials are concerned by this ever more pressing quest for the perfect surface. The result is that finish sanding now has to be done more meticulously than ever. Which is why grit sizes for buffing and polishing abrasives keep getting smaller - from P1200 thirty years ago to P8000 today. It is worth nothing that grits categorised as «fine» now start at P1000, i.e. 18 microns.

Eliminate the risk of marbling...

Constraints linked to surface finish differ totally from material removal ones.



The main challenge for manufacturers of this type of coated abrasives is to avoid marbling. First problem due to this phenomenon: the visual appearance of the coated abrasive is imperfect, which gives the impression of a poor quality product. Second effect and not one to neglect: the effectiveness of the mechanical action can be affected (irregular sanding, clogging), which could even damage the products being sanded.



The production of fine grit abrasive paper means selecting, first and foremost, a backing with a perfectly flat, satin-smooth surface.

This is because even the slightest bump in the surface of the backing can lead to uneven coating of the resin and the grits, which will be amplified at each steps in the process.

The backing structure and barriers must also be perfectly consistent and adapted to fine grits.

Obviously, it is also necessary to ensure the manufacturing process is constantly optimal:

- A resin selected for its ability to be spread evenly in a thin layer;
- Grit of the right size, perfectly calibrated during its production and not contaminated by different sized grains;
- A maker that allows for careful control of the resin deposit (via the coating head) and good grit application using an electrostatic field..

To be sure to meet all these requirements, expert support is a must.





FOR MORE INFORMATION, DON'T MISS THE TALK

«BLOTCHINESS: WHAT IS AT STAKE?»

Different market players (backings, grit, resin, industrial process, consulting) will give you the low-down on how to get a fine grit abrasive paper right

Monday 17 May 9:30 CEST / 4:30 pm

The art of selecting the ideal backing

Ahlstrom-Munksjö undertakes to provide abrasives manufacturers with fine grit backings suited to their needs, starting with the grit size selected and the final application targeted. Based on these decisive criteria, we will recommend the backings with the optimum surface.

Quite an art!





SMOOTHNESS, DID YOU SAY SMOOTHNESS?

What exactly do we mean by this term? Francis Poirot, an expert with the CTS, explains all with his talk

To find out more before the talk, scan this QR code to watch a video.



HOW TO SELECT THE RIGHT SMOOTHNESS?



Tuesday 18 May 9:45 am / 5:00 pm

4 ESSENTIAL SOLUTIONS FROM AHLSTROM-MUNKSJÖ

The Butterfly Collection, anti-blotch coated colours

For P600+++ grits

The Butterfly collection launched in 2020 offers the option of coatings in a colour close to that of the resin on the back of heavyweight papers. Unlike a traditional paper, which looks something like kraft paper, the contrast with the colour of the resin and the grit is not only avoided, but actually anticipated, which considerably limits the leopard skin effect. The properties of the paper's surface are naturally preserved, and even enhanced. Among the numerous colours on offer, Brick Flight and Black Beauty have proved particularly popular. An added advantage of coating the surface: the back of the paper can be given a different colour to create an even more distinctive product. Exclusive even.

The Butterfly collection is the ideal complement to the first Word of Colors collection, a truly revolutionary innovation introduced in 2019, which allows backings to be mass-dyed. Blues, corals, purples, yellows and blacks: five original plain colours to mix and match. Particularly suited to fine grit, this collection can be used to mark out innovative products as different, to structure an offer by type of application or grit size, and also - although to a lesser extent than the Butterfly range - to adapt the colour to that of the resin!

Black B, the reference antistatic backing for wood and panels

For P400/600 grits



Whether for a lacquered piece of furniture or a piano, sandina wood requires the use of abrasive paper belts with an antistatic treatment. This prevents dust being attracted by the paper and allows it to be removed by the extractor on the machine. Objectives: to limit clogging of the

abrasive, increase the belt life and maintain a cleaner, safer environment. With a sheet resistivity close to $10^5~\Omega/\text{sq}$, Black B is a high-performance solution for precisely these requirements. On one side it has a carbon black pre-coating, which gives it the ideal surface to deposit fine grit. If the grit is also black, there will be no blotchy effect at all.



3 Latex backings with a black coating



For P1500 +++grits

This is one of Ahlstrom-Munksjö's latest innovations - the possibility of creating prototypes on rolls for latex backings: **Finish** and **Wet** can now be given a black coating.

First advantage: it masks the «loud» colour often used on these backings and avoids any that «loud» colour of the backing showing through if any grit is lost on this black resin solidly ingrained in the paper, thereby ensuring the product's image of durability is not affected.

Second advantage: it improves the quality of the surface, allowing better depositing of P2500/P3000 fine grits. This solution guaranteeing perfect results at both a microscopic and a macroscopic level is therefore ideally suited to automotive bodywork applications.

4 TEX-STYLE™



For P400 grits

The first composite product in Ahlstrom-Munksjö's RE-VOLUTION range. **TEX-STYLE**™ is the synthesis of all the best properties of paper and cloth. This backing offers a surface close to that of paper, that is to say better than all existing finished cloths, which means that it is possible to deposit a substantially thinner layer of resin than on impregnated cloth. Its high mechanical strength makes it a perfect substitute for cloth and guarantees an excellent quality of surface treatment. Available in two versions: **TEX-STYLE™** Dry, designed for applications in dry conditions such as sanding wood and panels, and **TEX-STYLE™** Wet, specifically dedicated to sanding under water shower (metal, marble, glass). These fibre-based solutions offer the advantage of using materials that are more environmentally friendly than impregnated cloth. This is in addition to the savings due to lower resin consumption and therefore a reduced need for curing.

WHAT TYPE OF MATERIAL DO YOU THINK CAN BE SANDED WITH THE TEX-STYLE BACKING?



Solid wood



Engineered wood



Glass





Stone/marble



Flat metal



Tubular metal

FOR MORE INFORMATION, DON'T MISS THE TALK

«BLOTCHINESS, TIPS & SOLUTIONS WITH PAPERS AND COMPOSITES»

Wednesday 19 May 9:20 am / 4:15 pm CEST «TEX-STYLE™, A SUSTAINABLE ALTERNATIVE TO CLOTH FOR FINE GRITS»

Thursday 20 May 10:15 am / 5:15 pm CEST

with Francis Poirot *«Ever Finer Sandpapers» section*



2-SAVE LATEX PAPERS: Maximum wet strength (WS) and durability

The chance to offer abrasive papers that are differentiated by their increased wet strength as well as their positive environmental and economic impact. That is the promise of 2-SAVE option.

An ideal way to optimise product quality, 2-SAVE boosts considerably the wet strength of latex papers, and with that their lifespan, whilst maintaining all their usual qualities. The option can also be combined with an anti-slip treatment up to Zero Slip or the addition of reinforced and/or coloured fibres. It is also available on all the Blue Line latex papers: Finish AS, Wet AS and Wetflex AS.

with the 2-SAVE option offer an opportunity to adopt new resins offering faster cross-linking. They also help to improve productivity thanks to shorter curing times or they can reduce energy consumption with lower curing temperatures, which means they have a significant lower environmental footprint.

Productivity and energy efficiency gains

Thanks to their reinforced initial wet strength, papers

A quality boost to take your product upmarket

Products with a higher wet strength can also be used with a more traditional formulation. They can contribute to develop abrasives with better wet strength, representing a significant move upmarket for the product.

ANSWERS TO SOME FREQUENTLY ASKED QUESTIONS

WHEN DOES THE WS START TO DEVELOP?

Ahlstrom-Munksjö papers start to acquire their wet strength **as soon as they are made** (internal treatment, then drying in the paper machine). It will then be reinforced when it goes through the oven in the maker.

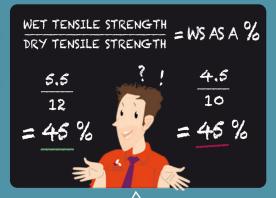
IS WS THE SAME AS WET TENSILE STRENGTH?

No, because:

- Wet strength (WS) is obtained by calculating the ratio of the maximum tensile force the paper can withstand when wet to the tensile strength when dry. It is not a real value, but rather an indicator relative to an initial state. It is expressed as a percentage.
- Wet tensile strength is the maximum force that must be exerted on the already moistened paper for it to reach breaking point. It is generally measured on a 15 mm sample using an MTS dynamometer. This is the indicator preferred by Ahlstrom-Munksjö because it corresponds to an absolute value

expressed in Decanewtons (daN) and is more accurate than percentage value of WS.

Here is an example to illustrate why:



Although the wet tensile strength is higher in the example on the left than the one on the right, the WS does not give a favourable percentage for the first product. As dry tensile strength strongly influences the percentage obtained, it is therefore preferable to rely on an absolute value.



FOR MORE INFORMATION, DON'T MISS THE TALK

«WATERPROOF PAPERS TO BE COATED: UPGRADE THE QUALITY AND GO GREEN WITH THE 2-SAVE LATEX GENERATION» with Camille Barbier

«Production efficiency gains» section



LATEX PAPERS STILL HAVE Some surprises in store!

The versatility of latex papers is often underestimated. Although generally used for wet applications, these backings also offer advantages in dry environments, adding value to the finished products. Here's the proof with an emblematic product in the Ahlstrom-Munksjö range and two new ones that promise to become go-to solutions.

If there is one unchallenged reference on the latex paper market, it has to be Finishflex RF. This product created over 10 years ago has enabled Ahlstrom-Munksjö to become world leader in latex-saturated abrasive backings. Originally developed to adapt to the particular constraints of coated abrasives manufacturers, Finishflex RF combines several essential properties that make it easier to use on the maker: flexibility, mechanical strength and dimensional stability. Available in a wide range of colours, this backing has undergone several developments since it was launched and offers consistent quality, one of the key Ahlstrom-Munksjö quarantees.

From one unique initiative two innovations

The different innovative products, such as TEX-STYLE™, launched over the last few years bear witness to

Ahlstrom-Munksjö's determination to keep pushing back the boundaries of the abrasive papers value chain. We have explored in considerable depth all the different fields in which our products are used: the leather, wood, metal, wind turbine and robotic sanding markets, to name just a few. Objective: to integrate into the design of our solutions not only the constraints and expectations of our customers, which is essentially what is behind our approach, but also those of our customers' customers. As CTS expert Francis Poirot says, «the end user also has to perceive the quality and innovation in the formulation of our backings.» Following some very specific requests, Ahlstrom-Munksjö has developed two new latex backings reinforced with synthetic fibres, perfectly reflecting this stated ambition to provide both abrasives manufacturers and their customers with durable - and palpable advantages!

STRONGFLEX RF



Combines the best mechanical strength with extreme flexibility, which together make it ideal for manual uses. By adapting to the user's hand like a second skin, this abrasive paper perfectly espouses the contours of the surface to be sanded to ensure a truly high quality result. And making it an even greater pleasure to use. Verdict of one customer who has tried it: «It's the best abrasive backing I've ever seen!»

OXYMORE RF



As its name suggests, flies in the face of the conventional wisdom concerning latex, typically associated with flexibility. Ideal for use on portable machines or sanding robots, this backing is actually characterised by its cohesion and its great stiffness, which combine to give it increased cuttability. Its extreme strength increases its lifespan and reduces the frequency of disc changes. In addition, Oxymore RF offers extremely good compatibility with epoxy resins.



FOR MORE INFORMATION, DON'T MISS THE TALK

«FROM APPLICATION TO PAPER BACKING: GETTING THE FLEXIBILITY/STIFFNESS LEVEL RIGHT» with Francis Poirot

«Raw material versatility» section

Thursday 27 May 9:45 am / 4:45 pm CEST



The impregnation papers designed for saturation by customers are subjected to a demanding manufacturing process. Environmentally friendly, high-performance, alternatives

exist in the form of ready-to-use solutions.

To give wet strength, the backing is generally totally saturated with a specific resin mixture by dipping or coating on the back. Getting the formulation of that mixture just right, in terms of effectiveness as well as cost price, is a complex task, made all the more complex by the need to control the supply chain. Another challenge: ensuring the process is ecologically viable as well as economically viable. The impregnation baths and the drying process that follows them require costly extraction systems to protect the operators' health and treatment of the emissions to limit the atmospheric pollution.

Backings optimised for impregnation

Thanks to our in-depth work on fibres, each lightweight paper in the **Yellow Line** has an «openness» adapted to its end use. This porosity, measured using the Gurley method, determines the backing's **absorption speed**:

▶ Bond LXO: 5" **▶ Bond**: 60"

▶ Bond LO: > 15" **▶** Bond SO: > 100"

The absorption capacity (storage) of the papers must also be taken into account. Based on these different parameters, the formulation of the resin mixture will be adapted accordingly. With its reference solutions, Ahlstrom-Munksjö is above all aiming to provide an ideal compromise between mechanical stregth, impregnation ability and surface aspect. In addition, their consistent quality means there are no problems in production or performance issues with the finished product. It should be noted that Bond SO is especially well suited to manufacturing processes that only require one impregnation pretreatment on the back of the paper.

Pre-impregnated papers: simpler process, efficiency guaranteed

Designed to avoid the complex impregnation phase, Ahlstrom-Munksjö's ready-to-use papers allow savings on raw materials while also increasing the effectiveness of the process. Among their other advantages, these pre-impregnated papers improve working and safety conditions and relieve abrasives manufacturers of the need to bring their facilities into line with environmental regulations. Huge benefits on top of the simplification of the supply chain.

EZ-Bond

Available in different grammages, from 120 to 160 g/ m^2 , this innovative paper for sheets and

ARE YOU READY TO USE READY-TO-USE PAPERS?!

1) Are you looking to reduce your ecological footprint?

YES NO

2) Is improving your operators' working conditions one of your priorities?

YES NO

3) Would you like to simplify your process and save on preparation time?

YES NO

4) Is optimising your supply chain one of your goals?

YES NO

Did you answer yes to at least 2 questions? You need to find out more about the advantages of our pre-impregnated papers now!

FOR MORE INFORMATION, DON'T MISS THE TALK

«SATURATING PAPERS:
IMPREGNATION PROCESS
OPTIMIZATION AND ALTERNATIVES
TO BE LEAN AND ADDRESS
ONGOING LEGISLATION CHANGES»
with Cyrille Nau

Tuesday 25 May 10 am / 4:45 pm CEST

narrow bets has a specific treatment to provide outstanding qualities especially for wet sanding.

Bond LB

This paper features a **pretreatment on the back** and is ideally suited to wet applications. Available in two grammages: 125 and 155 g.

Boasting excellent mechanical properties (tear resistance and wet tensile strength), these two backings are available in all the usual Yellow Line colours.

THE 🔳 VISION

Editorial director : Estelle Seibert

Editorial committee : Estelle Seibert, Tony Lesire, Nikita Mulard, Francis Poirot, Camille Barbier, Peter Zhao, Paul Costenoble, Cyrille Nau.

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